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**Exam** : **646-048**

**Title** : Vanced Routing and  
Switching for Account  
Manager

**Version** : DEMO

1.Which three are major trends that fuel the demand for routing and switching? (Choose three.)

- A.mobility
- B.video
- C.bandwidth optimization
- D.cloud
- E.IT standardization

**Answer:** ABD

2.What does not need to be considered when looking into the customer workflow?

- A.How does the customer access the online software solutions?
- B.How many different switch products are in use at the customer network?
- C.How can the service partner instantly connect with outsourced engineers?
- D.How can customer and service collaborate and start video communication?

**Answer:** B

3.Which three statements accurately describe the evolution of the workplace and the importance of the network? (Choose three.)

- A.Mobility causes location borders to shift.
- B.Cloud services cause end-user locations to shift.
- C.Cloud services cause application borders to shift.
- D.IT consumerization causes location borders to shift.
- E.IT consumerization causes device borders to shift.

**Answer:** ACE

4.Which two statements best describe the challenges that customers have to face when providing services in a borderless world? (Choose two.)

- A.How do you control energy consumption of devices that are owned by employees?
- B.How can you support video in the whole network?
- C.How can you integrate cloud services seamlessly in your network?
- D.Which type of firewall should you deploy?

**Answer:** BC

5.Which statement does not correctly describe the impact of business video applications to the network?

- A.Video applications rapidly increase the traffic within the network.
- B.In order to ensure business quality video, video traffic needs to be prioritized.
- C.Various devices with different capabilities need to be able to join video conferences.
- D.Video conferences reduce the network load by eliminating the need to exchange files over the network in order to share information.

**Answer:** D

6.Which two statements accurately describe the impact of BYOD to the network? (Choose two.)

- A.TCO is reduced because employees use their privately owned devices.
- B.BYOD increases productivity, but IT must find ways to integrate the utilized devices seamlessly with wired as well as wireless networks.

- C.BYOD adds the requirement to support multiple operating systems.
- D.Corporate users expect the same look and feel when using their own devices.

**Answer: BC**

7.Which statement is true regarding IPv6?

- A.Nowadays, all devices in the network support IPv6.
- B.IPv6 has built-in and always-on security features, eliminating the need for additional security products in the network.
- C.Cisco Transformative Networking Initiative provides an analysis of the network regarding the device capabilities to support IPv6.
- D.IPv6 is a technology that is only applicable to service provider core networks.

**Answer: C**

8.Which three are main drivers for changing operations? (Choose three.)

- A.change of market trends
- B.change of competition
- C.change of application software version
- D.change of relative strengths
- E.migration of the enterprise network to IPv6
- F.migration to Cisco single-vendor networking solution

**Answer: ABD**

9.Which of the following statements does not correctly describe business processes?

- A.Operations is built on business processes.
- B.Each task in a process requires interaction and collaboration of various people that are using different devices.
- C.Company strategy determines operations and its associated business processes.
- D.Changes in business processes cause changes in strategy.

**Answer: D**

10.Which of the following statements best describes the strategic importance of the network?

- A.The network is most important for internal applications.
- B.The network is most important for providing customers with access to company services.
- C.The network supports business processes by integrating people and devices with applications.
- D.The network integrates internal and external users and their devices.

**Answer: C**